

*Fifty Years  
with the  
Gold Leaf Trade Mark*



SPANGLER CANDY COMPANY

BRYAN, OHIO

1906 - 1956





*Spangler Candy Company, Bryan, Ohio, 1956*



*Board of Directors, Spangler Candy Company, 1956*  
*Composed of the following Spanglers*

|                    |                  |                   |                  |
|--------------------|------------------|-------------------|------------------|
| <i>Albert T.</i>   | <i>Frank T.</i>  | <i>Charles B.</i> | <i>Norman E.</i> |
| <i>Theodore R.</i> | <i>Ernest D.</i> | <i>Harlan G.</i>  |                  |

A familiar picture to the citizens of Bryan, Ohio, in the early years of 1900 was a trio of brothers walking to or from their work. Often they were known to pause on a street corner for prolonged and earnest conversation.

The brothers, called "The Spangler Boys" by their friends and neighbors, were Arthur Garfield, Ernest Dayton, and Omar Linwood. They were not "boys" of course; they were mature men with sons of their own. They had grown up in the quiet but progressive midwestern town of Bryan where every one knew them. Most people also knew that Spangler Manufacturing Company, through the three brothers, developed many successful business ideas during these "Sidewalk Conferences."



*"The Spangler Boys" Ernest, Omar, Arthur*

The first of the brothers to venture into the enterprise we know today as "Spangler Candy Company" was Arthur. He was born in Edgerton, Ohio, in 1879 but lived in Bryan most of his youth until he enlisted in the army in 1898 and fought in the Spanish-American War. After his return from Cuba, he obtained his high school diploma and attended Harvard University for one year. Then he went to England for two years, selling display tables for Yesbera Manufacturing Company of Toledo, Ohio. Returning from Europe, he worked for this company and later for Cole Label Company as a salesman traveling in the eastern and southern states.

On August 20, 1906, Arthur took the bold step which led to the establishment of a business that later included his three brothers, his son, and five nephews. With four hundred fifty dollars he purchased the Gold Leaf Baking Powder Company of Defiance, Ohio, from John Greenler and George Fuller at a sheriff's sale. He moved the business to Bryan on September 6, 1906 and opened in the Phillip Yunk building at 204 West High Street (present Ruth Restaurant site) in a store room which he rented for ten dollars a month from John Calkins. Before the baking powder company was active in Defiance, it had been operated very successfully in Bryan by Charles Daniels who employed about ten people. One of these was Eber Paine, who knew a great deal about the manufacturing of baking powder.

The new company, under the name of Spangler Manufacturing Company, began to manufacture baking powder and baking soda, cornstarch, laundry starch, spices and flavoring. All of these had been in the predecessor's line of products.



*First Home of Spangler Manufacturing Company, 1906  
(Photo taken 1949)*

It was from the cornstarch business that Arthur made the acquaintance of Mr. A. E. Staley, who was then starting a company in Baltimore known as Staley's Cream Cornstarch. His business later became the A. E. Staley Manufacturing Company of Decatur, Illinois. Mr. Staley married Emma Tressler of Bryan, whom Arthur knew as a girl. Therefore, it was natural for Mr. Staley to call on Spanglers whenever he came to Bryan to look after the Tressler farm north of town. This farm always presented an outstanding appearance among those surrounding Bryan.

During the first years of the newly formed Spangler Manufacturing Company, there was a small but staunch group using Gold Leaf Baking Powder and its associated products. One loyal patron was Mrs. Simeon Gillis (later Omar Spangler's mother-in-law). She had been a confirmed user of Royal Baking Powder, but when she tried Gold Leaf she pronounced it "good" and became a regular customer. However, it was a slow process to build the business and times were so difficult that Arthur said, "Occasionally we used to lock the doors, and I would travel in the southern states selling for other firms to raise sufficient money to pay the rent and keep the place open." When he started this business venture, he had a capital of about a thousand dollars; and when things were very difficult, he would go back temporarily to selling for Yesbera Showcase to make sufficient money to bolster the baking powder business.

On one of these trips he was in a bad hotel fire in Hickory, North Carolina where he jumped from the third-story and landed on a balcony, but was not seriously hurt. However, he was in bed for about two weeks. Fortunately he carried accident insurance which paid him two hundred dollars. This came as a stroke of good fortune since his struggling business was nearly out of funds again.



*Arthur G. Spangler*  
*Deceased 1945*

During this time Eber Paine was manufacturing the products while Arthur took orders and delivered them by horse and buggy. The first advertising for Gold Leaf products consisted of signs painted on farmers' fences around Bryan. Olin Gleason, a good friend, was also doing the same thing for his grocery store so he and Arthur often did this work together.

While the business was in its early stage, Arthur's mother, Clara Nichols Spangler (wife of Albert), was salting peanuts at home on a wood and coal burning range, doing about two pounds at a time. Arthur would take orders for these while on his baking powder circuit. When the volume of the orders for peanuts became too great to handle at home, they bought a kerosene stove for Clara to use. This stove was installed at 204 West High Street where the baking powder was manufactured and made it possible to salt thirty pounds of nuts in large kettles.

During the first two years of Arthur's trials and anxieties with the new manufacturing company, his brother Ernest was in a candy jobbing business in Toledo, Ohio. Often he would come home weekends and sell candy in Bryan. Olin Gleason, the grocer, was one of his good customers. Ernest suggested that Arthur try selling candy along with baking powder since he needed something to increase volume. After Arthur agreed, Ernest sent him the first shipment from his Toledo stock. Included in this order were jelly beans, cinnamon imperials, and a few chocolate candies in five-pound boxes. Ernest's suggestion was a good one, and the addition of the candy line was successful. It added volume to the business at once. Soon Arthur was handling all the best sellers from Toledo, including the Schrafft line. It was so promising that he bought sample cases and had a complete wholesale candy line as well as his baking powder and allied products.

By 1908 Spangler Manufacturing Company had progressed from its meager beginning to a business that could support a second partner in modest fashion. At this time Ernest sold his interest in Toledo to his partner Don Barnard, and joined Arthur in Bryan. Ernest invested four hundred dollars as capital in the business. This amount represented what he saved as a young boy when he and Arthur had a paper route together.



*Ernest D. Spangler*  
*President , Spangler Candy Company 1956*

Ernest was born in 1883, lived in Bryan all his early life, and attended Bryan schools until his senior year when he took a position in Stough's Shoe Store at five dollars per week. He later worked in the Bryan Post Office, Mocket's Shoe Store, and a railroad office in Toledo. When he was twenty-one, he started with his father, Albert, as a traveling salesman for Yesbera Manufacturing Company. From there he went to Darling Candy Company in Toledo. In 1904 he started a jobbing candy business in Toledo with Don Barnard and continued this until he joined his brother in Bryan. When Ernest joined the Spangler Manufacturing Company, he served as shipping clerk where he packed and shipped all the orders, enabling Arthur to use more time for travel and extend the territory he served.

About this time a man named Peter Salisbury, who sold picture post cards, made arrangements to go with Arthur in the horse and buggy, stopping at the same towns and sharing some of the traveling expenses. They started on Monday and came in Friday, traveling through Michigan and Indiana, going as far north as Sturgis. They concentrated on building business in the towns along the New York Central Railroad, the Cincinnati Northern Railroad, and the T & I Electric Line to Toledo. Using these lines of transportation, they were able to ship quickly and expand their business.

In the winter they had a good deal of trouble with snow, and on one occasion Arthur was snow-bound in Reading, Michigan. There were no trains for several days, but he finally got home on a train and left the horse there. The next week he went back, picked up the horse and buggy, and finished the trip. They had two horses which were kept in the barn behind the family home at 309 North Main Street.

The location of Spangler Manufacturing Company in Bryan, Ohio, has always been a factor in its favor. It is well located because active midwest transportation lines connect it with Chicago, Detroit, Cleveland, Toledo, and Columbus.



*Interior of The Spangler Manufacturing Company, 1908*  
*Florence Long                  Ernest Spangler                  Red Mattox*

In 1908, according to the October 22 Bryan Press, "Spangler Manufacturing Company will open its new candy display corner and retail store in the southeast part of Hugh McPhil's clothing store for men (now John Earl Store) at 112 West High Street. New showcases have been made and they expect to carry the largest and best line of candies in this section. They do not expect to manufacture candy at this time but will sell popular makes. Later, if business warrants, they may put in their own candy maker and go into business on an extensive scale. The candy business will occupy the space vacated by the W. W. Mattox Jewelry Shop". They maintained this store for about eighteen months.

During the first year the two brothers were together it proved a successful combination of the two men's wisdom and talents. Annual sales reached fifty thousand dollars and they continued to grow. It was not long until Arthur had more territory than he could handle alone, so they hired a boy named Red Mattox to work on the shipping counter. Then Ernest took over some of the territory by horse and buggy along the T & I Electric Line toward Toledo and Arthur added more towns along the railroad lines.

At this time all of the hauling to and from the railroad was done by a man named Adams Suchers. This man offered draying service to Bryan merchants as well as manufacturers. There were no fibre cartons then so everything was shipped in wooden cases. Spanglers saved all incoming boxes and bought boxes from Bryan merchants at five cents each to ship outgoing products. They used a great deal of excelsior since orders were small or large and shipping boxes were seldom an ideal shape for the outgoing order. All bulk candy was packed in wooden pails and barrels at the factory; and some candy, such as peanut brittle and kisses, came in bushel baskets. Candy was almost all F. O. B. factory, but Spanglers paid freight to all their retail customers.

Later, they decided they would probably save money by doing their own draying, so they bought a horse and a small dray which was used until automobiles came along. Spanglers were the first business men in Bryan to haul their freight by truck. This was a small Ford truck.

In 1908 when Ernest joined Arthur and the business made noticeable expansion, it was necessary to relieve themselves of the bookkeeping. They hired as their first office girl Florence Long, who was a sister-in-law of Eber Paine and later the wife of Ed Heign. Florence was hired for three dollars per week, and under the direction of Omar Spangler, manager of the Williams County Telephone Company, she established a set of double entry books. Omar taught Florence how to keep these books, coming every day to help her with them and to run the trial balance at the end of each month until she was able to keep the books by herself.

In 1910 the business began to outgrow the building it occupied, so the brothers started looking for larger quarters. The second location of Spangler Manufacturing Company was the Neff building at 205 South Main Street (now the Huenefeld Furniture Company). The building was then owned by J. G. Neff (Charles Neff's father). In making the move, Spanglers encountered a little difficulty over one hundred dollars' worth of shelving they had installed at their first location. John Calkins had always been an amiable landlord, but when they were getting ready to leave his store he said that since the shelves were nailed to the walls they belonged to the building and Spanglers could not take them. To Arthur and Ernest this seemed quite a loss as well as being unfair to them. Therefore, they moved about eleven o'clock one Saturday night, taking the lumber with them. Mr. Calkins never mentioned it, and as many problems of the moment fade into nothing, so did this, for the new location had fine shelves and they never used the old ones after moving under the cover of night.

The new building proved a good move and the company continued to grow. At this time the employees were Will Cline, shipping clerk; Ray Cline, drayman; and Florence Long, office girl. Both Arthur and Ernest continued on the road but Ernest spent part of his time supervising shipping for the expanding business.

Bruce Walker, one of Spangler's earliest customers, who operated a pool room at 214 West High (now Harper's House of Fabrics) urged them to go to Fremont, Ohio, and get his uncle, Eli Munson, who was a candy maker. He tried for two years to persuade them because he was sure this would be a good idea. The piece of candy that his uncle had made in Fremont was called the "Cocoanut Ball," and according to Walker it had been a very popular piece of candy. Finally Arthur went to Fremont and hired Mr. Munson, who was then about sixty years old. He and his family moved to Bryan and stayed about three years. On September 18, 1911 the company ordered one hundred dollars worth of equipment through the Thomas Mills' catalogue in Philadelphia, Pennsylvania. Included in this equipment were candy kettles, cooling slabs, and small equipment items such as paddles and shredders. He also ordered five bags of whole cocoanuts, five bags of brown sugar, and some thirty pound cans from Continental Can Company in Van Wert. The sugar was purchased from the Gleason Grocery Store on the southeast corner of the square.

With Munson and the above mentioned ingredients, Spangler Manufacturing Company embarked upon its first of many experiments in the manufacturing of candy. For this operation it was necessary to acquire another room adjoining the one they had already rented from Mr. Neff. More em-

ployees were added, including Kenneth Cline, who helped Munson, and four girls who dipped Coconut Balls by hand. All together there were about twenty-five employees.

One of the biggest problems in the production of Coconut Balls was the preparation of the raw nuts. At one time Ernest made a trip to Walter Baker Company in Philadelphia for assistance in this operation. He found that there were three steps, according to their method. One, steaming; two, opening the cocoanuts with oyster crackers; and three, paring them. They also told Ernest how to select the proper nuts, and made him a gift of six oyster crackers.



*"Coconut Ball" in Production, 1910*

The cocoanuts were purchased in carload lots from Franklin Baker and United Fruit Company. They were shipped directly from the boats in New Orleans, packed a hundred to the bag, costing about twenty-eight to thirty dollars per thousand cocoanuts.

Since steaming is the first step in the removal of the shells, a practical but highly unusual arrangement provided for it. Several doors away was the Park Hotel at 215 South Main (now Donaldson Motor Sales) where there was a steam bath. By agreement with the hotel management, Spanglers piped steam from the hotel to supply a steam box for the coconut cracking.

Five men were employed at a dollar and a half a day per man to crack cocoanuts by hand with hatchets in the company basement. After this, the cocoanuts had to be shredded to shoe peg size and put on racks to dry. During the best year of Coconut Balls, the hatchet men cracked ten carloads of raw nuts.

The Coconut Ball proved itself a popular piece of candy. By now it was evident that one of the Spanglers needed to be with the manufacturing all the time so Will Cline took Ernest's place on the road. Will was the first retail traveling salesman the company employed. He remained on the territory for many years until he went into business for himself as a partner in Mignery and Cline Company, Bryan, Ohio.

While the Cocoanut Ball was at its peak and selling easily, Spanglers made a connection with John Beach, who made post cards of local scenes. (This was before Government penny post cards.) Beach was a local photographer and had achieved some success selling his cards to S. S. Kresge Company. He persuaded Arthur to go and try to sell Kresge. This Arthur did and was successful, listing Cocoanut Balls at twelve and a half cents per pound wholesale, to retail at twenty cents. (Spangler's cost was about ten cents per pound.)



*Cocoanut Cracking, 1910*

*Ernest Spangler*

*Eli Munson*

*Ray Cline*

*Kenneth Cline*

After this, a contact was made with F. W. Woolworth Company in New York City where a listing was obtained, and Mr. Snyder of Snyder-Chaffee Company of Columbus was hired on a five per cent commission basis to sell to other jobbers. Soon the small company literally had more orders than it could handle. They were coming from as far west as Denver and east as far as Boston and New York. More equipment was needed and purchased. In the best year of this early manufacturing phase, the Company made a profit of eight thousand dollars.

An attempt was made to speed up production as orders increased. Hand machines became power operated, and two stirring machines were bought from Savage Brothers for one hundred eighty dollars each. These were operated over a cokefire, and about ten girls were employed to make candy. The biggest problem of the Cocoanut Ball, which finally brought great competition by another company was the fact that the candy would harden and lose its flavor. Being inexperienced in candy making, the Spangler brothers at this early date did not know many factors and ingredients which they later learned to handle. A piece of candy called Cocoanut Ditty, made by the Ohio Confection Company, seemed to control this problem by using desiccated instead of fresh cocoanut which helped to keep the candy soft longer. The Ditty was on the market over thirty years and made a great deal of money for Mr. Friedman, the owner. Spanglers always wondered if a similar success might have been theirs with the Cocoanut Balls.

While this business was flourishing, Arthur and Ernest decided to manufacture chocolates. They purchased equipment from Bost Brothers in Napoleon for two hundred dollars. Mr. and Mrs. Bost showed Spanglers how to make and dip their first chocolate candy, the Cream Peanut Cluster, and this piece has been included among their products ever since. The centers were made by pouring the cream into starch molds which had been prepared by hand. Early chocolate manufacturing was done in the basement because they did not have refrigerated rooms, and it had to be discontinued during the summer months. The pots filled with chocolate were kept warm by oil lamps under them. This kept the chocolate the right temperature and consistency for mixing with peanuts and covering the cream centers.

About 1912 Spanglers purchased their first automobile from Carl Dietz in Pioneer, Ohio. It was a two-cylinder, single-seated, second-hand, white Buick without a top. It cost four hundred dollars. A two-wheeled trailer was made and candy was delivered in this as well as the Ford truck.



*Omar L. Spangler*  
*Deceased 1940*

In 1914 Omar Spangler joined his brothers, Ernest and Arthur, and became a partner in the business. He was born in Edgerton, Ohio, in 1877 and lived with his parents while attending school in Bryan, but at the age of fifteen went to Pocatollos, Idaho, for an acute sinus condition. In Idaho, he lived with an aunt and uncle, Mr. and Mrs. Ickelberger, and worked for the Union Pacific Railroad Company. After two years in the west, he returned to Bryan and started to learn the drug business. When he was twenty-one he joined the Army and served in the Spanish-American War. Later he worked in Moore's dry goods store and then became manager of the Williams County Telephone Company. (He also managed the Bryan Telephone Company.) This was considered one of the best positions in Bryan. Since he had both a knowledge of bookkeeping and some mechanical abilities he brought certain capabilities to this growing company just as the other brothers had done.

In 1913 Spanglers moved to their present location at 400 North Portland Street, Bryan. The building was previously the S. S. Cox Showcase Company, and was purchased from Olin Bard and

Don Wiland on July 7, 1913. They paid three thousand one hundred dollars and assumed a mortgage for two thousand dollars. This was the first and only mortgage the company ever had.

The newly acquired building was approximately 110 feet long, two stories, and was in a run-down condition. Among the first improvements Spanglers made was the addition of electric lights, and a 60-horsepower steam boiler from Titusville Iron Company for heating the building as well as for steaming cocoanuts. The boiler was placed west of the factory and a new building was built around it after the installation. Then steam cooking kettles and beaters were added, improving the facilities for making cream centers. A concrete sidewalk on Portland Street was built very shortly after they moved.

On the property which Spanglers bought was an old gas well that had been drilled to a depth of about two thousand feet in 1893 in an attempt to find oil. Oil was never found but a small flow of gas was produced instead. It was used for gas lamps in the factory, for salting peanuts, as well as cooking some candy. In 1937 two small earthquakes were felt in Bryan and these increased the flow of gas temporarily. Later it was discontinued after an unsuccessful attempt to clean it. While the well was still producing gas, the children from all parts of Bryan came to fill balloons. Near the gas well in the twenties the Spangler family built two tennis courts which were popular with the high school crowd as well as the more energetic adults of the town. Later the Spangler children built a miniature golf course on one of the courts.

Inside the factory a small insulated chocolate room was built. This accommodated four girls dipping chocolates and one packing them. The dipping was done by hand in pans of chocolate kept warm by electricity. Girls who dipped chocolates needed agile fingers to make a variety of designs on the top of the candies. It was also important that these girls' hands did not perspire. One of the most tempting hand-dipped chocolate pieces made was the vanilla and chocolate Hand Roll which was originated by Mrs. Arthur Spangler (Helen) in her own kitchen. The centers of the butter creams were hand rolled, then dipped in dark chocolate. They were acclaimed as delicious, quality candy and remained popular until they were discontinued because labor costs made hand-dipped candy prohibitive in price.

A small ammonia cooling system was another early addition to the company at its new location. This helped the growing chocolate business. One of the first chocolate bars to be made was the Vanilla Jitney which combined a cream center with peanuts and chocolate coating. This extremely popular piece of candy was successful for many years but it was discontinued around 1950 when it became unprofitable as a five-cent item.

Shortly after 1914 a starch buck, hand printer, and funnel were bought. These were used in making and depositing cream centers.

The years immediately following the company's move were difficult ones. The United States was at war from 1914 to 1918, and delivery of sugar and other raw materials presented problems. During World War I sugar sold for twenty-five to thirty cents per pound, and after the war it dropped over night to six cents per pound. Spanglers lost very little in this market break because they never had sufficient money to buy ahead. Many larger companies suffered from this sugar crisis to the point they had to be refinanced.

Shortly before this N. W. Carroll "Duck," a local grocer, had discussed with Arthur and Ernest the possibility of buying a car load of sugar between them. Very fortunately for the candy company and the grocer this purchase was not made. A wartime measure of conservation was closing each store and factory one day a week to conserve coal.

The Spangler Company now was in a period of trial and error procedure which at many moments presented a discouraging picture. However, through this period of experiment and growth the company gained in knowledge and experience each year, and eventually brought to its founders success and financial gain.

During the years between 1915 and 1920 changes in procedure and products were taking place constantly. At this time there were at least seventy-two candy manufacturing firms in the state of Ohio. Competition was keen and Spanglers were aware that overhead and expense must be kept down if the young company was to survive competition. Necessity became the mother of invention on many occasions, and as Ernest Spangler has said, "we never bought anything that we could make." Therefore, many homemade devices and creations were used in early manufacturing. One example of this thrift was the shipping counters they installed. These had been bowling alleys at Hamilton Lake and had also been used by some individual in Bryan as sidewalks, before Spanglers acquired them.

Soon after 1915 another retail salesman, Ray Salter, was added. Now Arthur, Ernest and Omar were all working inside the factory. However, Arthur did make occasional trips to get listings, calling on jobbers and the Variety Chains. He went to Detroit and New York and listed Kresge and Woolworth with Cream Peanut Clusters and Bryan Drops and again increased the volume.

At this time, Spangler Cough Drops were also being made. From Tom Given of Galion, Ohio, this cough drop formula had been purchased for fifty dollars. During the influenza epidemic of 1918 the cough drops had become well known in Toledo, and Dr. George Denman, an eye, ear, nose and throat specialist, felt they were very helpful relief in the flu epidemic. He urged that they be packaged more elaborately, but this was never done successfully.

As the company grew, new problems arose with each phase of development. Wherever food is involved, sanitation is of the greatest importance. Long before government agencies were checking sanitation in the food industry, Spanglers were making their own program.

In these early days the old frame building required a good deal of care on the part of the employees to meet the requirements Spanglers tried to maintain. As in most small companies, the family spirit prevailed and the workers took pride in their house keeping as well as their candy making.

In later years sanitation became a very highly organized project. The employees all wore uniforms and factory cleanliness was controlled by sprays and repellents with a special crew constantly checking this phase of factory development.

The employees of many years ago will remember a series of cats the factory had. "Daisy

Mae" was perhaps the best remembered and well liked of these numerous felines. As a tribute to her usefulness some of the workers cut a round hole in the stair door so she could get from one floor to the other. The hole remained in the door many years after cats had ceased to be permitted inside the factory. It always seemed like a memorial to a faithful Spangler worker.

In 1918 Spanglers gave fifty feet of land to the city to develop a street named Trevitt south of the factory. In return the city gave them Lot 69 west of the factory. In 1918, for two hundred twenty-five dollars, they sold the New York Central Railroad twenty feet of land paralleling the south side of the tracks for an additional railroad siding.



*Truman A. Spangler  
Deceased 1955*

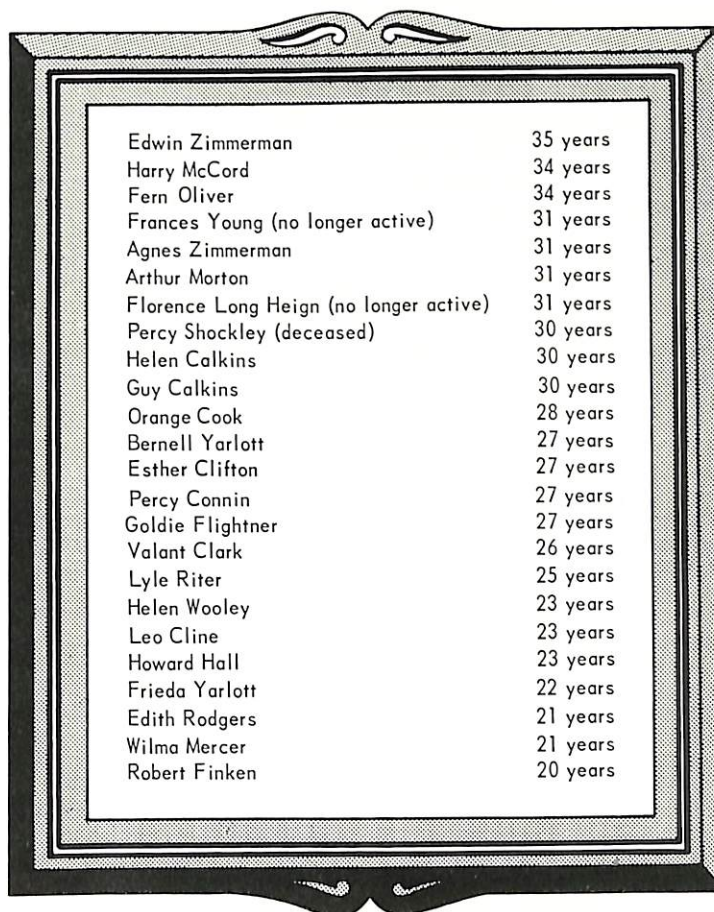
In 1920 the name of the firm was changed from Spangler Manufacturing Company to Spangler Candy Company because candy had replaced all other items formerly manufactured. At the same time Truman Albert Spangler, fourth of the brothers, sold his grain business in Montpelier, Ohio, and came to work for Spangler Candy Company. He never became a partner but was an employee of the company for thirty five years. He was the first salesman Spanglers sent out to call on jobbers in Ohio, Michigan, Indiana, and West Virginia. Prices at this time were twelve cents per pound for hand dipped Clusters to the jobber; and seven and a half cents per pound for the Bryan Drops. Truman was such an effective salesman that one fall the company called him back from the road because he had sold so many Chocolate Drops production could not keep up with orders. He was the salesman who obtained the first order from the Morris 5 & 10¢ to \$1.00 Stores. (Later the Morris Stores were absorbed by the G. C. Murphy Company.)

In 1920 Edwin Zimmerman came to Spanglers as a truck driver and later advanced to superintendent. In 1921 Fern Oliver was hired and eventually became head of hard candy manufacturing. Harry McCord came to Spanglers at the same time for factory maintenance.

Around 1922 the manufacture of hard candy began with a candy maker from Toledo bringing new ideas. Equipment for this venture was moved to the south room on the second floor of the factory. It included a Brach hard candy cutter purchased for seven hundred fifty dollars, a batch roller costing three hundred fifty dollars, a Simplex cooker, and cooling slabs. Another piece of equipment was a Hildreth Pulling machine leased for two hundred and twenty-five dollars a year. The first Bryan men who became hard candy makers were Ray and Kenneth Cline, cousins of Will Cline.

Throughout the years Spangler Candy Company has employed many families with one or more members working at the same time. This has created a family spirit and increased the feeling of unity among the personnel. A policy of the factory that strengthened the management-employee relationship was the continuous operation of the plant. It was the belief of management that some work should be provided for all employees even in slack seasons, so they frequently continued to operate and make pieces of candy throughout the year regardless of cost. For many years stick candy was an item that was made when other seasonal candies were moving slowly.

*SPANGLER CANDY COMPANY ACKNOWLEDGES WITH APPRECIATION  
TWENTY OR MORE YEARS OF FAITHFUL SERVICE  
GIVEN BY THESE EMPLOYEES*



|                                        |          |
|----------------------------------------|----------|
| Edwin Zimmerman                        | 35 years |
| Harry McCord                           | 34 years |
| Fern Oliver                            | 34 years |
| Frances Young (no longer active)       | 31 years |
| Agnes Zimmerman                        | 31 years |
| Arthur Morton                          | 31 years |
| Florence Long Heign (no longer active) | 31 years |
| Percy Shockley (deceased)              | 30 years |
| Helen Calkins                          | 30 years |
| Guy Calkins                            | 30 years |
| Orange Cook                            | 28 years |
| Bernell Yarlott                        | 27 years |
| Esther Clifton                         | 27 years |
| Percy Connin                           | 27 years |
| Goldie Flightner                       | 27 years |
| Valant Clark                           | 26 years |
| Lyle Riter                             | 25 years |
| Helen Wooley                           | 23 years |
| Leo Cline                              | 23 years |
| Howard Hall                            | 23 years |
| Frieda Yarlott                         | 22 years |
| Edith Rodgers                          | 21 years |
| Wilma Mercer                           | 21 years |
| Robert Finken                          | 20 years |

Many items were being tried throughout this period. Some of them continued for years while others were discarded quickly, and by this time Spanglers were known for hard candy as well as their chocolate pieces. One of the most successful of these was the penny Apple Sucker. It required the addition of a night shift to keep up with the orders. The sticks were put in the suckers by hand and they were sold unwrapped. Most candy was sold without wrappers for several years.

It was in 1922 the first chocolate enrober was purchased at a cost of four thousand dollars. This later brought about the first machine-made cluster. Previously clusters had been hand dipped.

Another candy maker, Frank Blaze, joined the company and contributed ideas and new pieces during the two years he was there. He had worked in several large factories in Chicago which gave him a variety of experience. This, coupled with the desire to try new things, led to the development of an ever growing and varied line for the Spanglers. A variety of sixty or seventy products was being made and shipped primarily to Ohio, Michigan, and Indiana.

Some of the many items were-

|                       |                           |                        |
|-----------------------|---------------------------|------------------------|
| P. K. Mix             | Wizard Caramels           | Belmont Chocolate Line |
| Broken Taffy          | Buckeye Caramels          | Family Package         |
| Pan Taffy             | Spangler Chips            | Cream Peanut Clusters  |
| Lady Fingers          | Gold Leaf Marshmallows    | Hub Chocolate Drops    |
| Gypsy Cuts            | (5 lb. tins)              | Apple Suckers          |
| Princess Chips        | Chocolate & Vanilla       | Bob Cat Suckers        |
| Daisy Chocolate Drops | Hand Rolls                | Round Suckers          |
| Wonder Caramels       | Gold Leaf Line            | Chocolate Suckers      |
| Peanut Brittle        | (5 lb. Deluxe Assortment) |                        |

One piece of candy still in existence on the 50th Anniversary had an interesting and amusing beginning since it came about as an accident. A piece of candy called "Lady Fingers" was being made. The pieces were too large and the Brach cutter was being used to make them smaller. After many attempts it seemed impossible to get a single piece; they were always double. At this point some one said, "They look like twins." Thus, a new piece of candy, "Pure Sugar Twins," was created and named. Lovers of hard candy were enthusiastic in their praise of Pure Sugar Twins. Sold in three-pound tin cans, this was an especially popular item at Christmas, one order going as far as a Honolulu jobbing house. During the years between 1922 and 1930, annual profits for the company would vary from three thousand to five thousand dollars. However, this was not exactly a true picture since there was no depreciation schedule and all machinery, improvements, and new trucks were charged to expense. Only one year a loss was shown on the books. In 1931 the Company recorded a loss of two thousand dollars.

By the year 1924 "The Boys" - Arthur, Ernest, and Omar - had become the fathers of eight children. Arthur and his wife, the former Helen Rodgers, were the parents of Betty Jean and Theodore Rogers. Theodore was later called Ted by everyone. Ernest and his wife Edith (Boyer) had four sons: Charles Boyer, Norman Ernest, Albert Talbot, and Frank Talbot. Omar and his wife Faie (Gillis) had one daughter, Helen, and one son, Harlan Gillis.

The eight children of the owners of Spangler Candy Company grew up with happy memories of the times they spent in a children's paradise, "The Candy Factory." On Saturday afternoons they took their roller skates to the factory. It is said they spent the afternoon skating, then eating. Or perhaps it may have been eating, then skating.

Ed Zimmerman, the factory superintendent, had his problems with "The Kids" but put up with them good-naturedly. At times must have been more than annoyed when the gang skated in and out of the starch department leaving corn starch tracks throughout the factory. Hide and seek was another game the children played at the factory. Hiding places were very good around sacks of chocolate, peanuts, or sugar.

The boys and their friends had an advantage over the girls in carrying off candy. It was the era of "knickers" for young men so they cut holes in their pockets letting the candy drop down around their knees. As they reminisce thirty years later, they are not sure how they were able to waddle out of the factory, because such large quantities of candy were stored in the knees of their pants.

One of the Bryan newspapers carried an item in December of 1924 entitled, "Big Christmas Production of Spangler Candy Company." The article states that throughout the fall months the factory turned out twelve to fifteen tons of high quality candy every week and often times the demand exceeded the supply. The company employed about fifty people in this period and occasionally ran a night shift in some departments.

The Spangler men were interested in any new venture that appeared a possibility for increasing their volume, and in 1924 they bought a soft drink factory from William Borton for \$1,000. They felt this would be a good way to give extra employment during the summer months when chocolate goods could not be sold. One carload of bottles, bearing the Spangler name was purchased, then sold throughout the retail territory. This venture took a good deal of time and made very little profit because there was no bottle deposit in those days. The loss on the bottles was sizable so they discontinued this business after a short period.

Another venture of short duration was the production of ice cream cones which had recently been created from hand-twisted baked waffles. Spanglers made them in the barn at 309 North Main Street where three girls were employed to pack the cones in tubs and cans. For a period of two years the cones sold well and increased volume during the summer months which were regarded as the "slack season." Later, larger commercial competition took over this field.

Thirty years ago, the first major expansion of the plant occurred. A large chocolate room was added to the north end of the factory and the starch department was enlarged. Present personnel had great difficulty in recalling the exact date of this expansion. However, Ed Zimmerman, plant superintendent, remembered that at the time, he had a friendly bet with Hugh Schatzer, a carpenter working for Harold Kensinger, the contractor for the new addition. The bet seems to have been on a great event known as the first Dempsey-Tunney fight, which establishes the date as 1926.

About this same time Arthur and one of the salesmen, Charles Garver, were calling on customers in the area of Toledo and Maumee. This territory seemed an advisable one for further expansion and they began thinking in terms of a branch business being located there.

By 1927 they had rented a room for a jobbing business and retail store in Maumee. Truman Spangler operated the store during the week selling jobbing goods. On weekends Arthur, his wife, Helen, and his children went to Maumee to sell Hand Rolls which Mrs. Spangler had originated and

other Spangler Candies. After this venture it was decided that one of the brothers should move and operate a branch business in or near Toledo.



*Spangler Candy Company Employees, 1929*

Therefore, in 1929 Ernest, his wife, Edith, and their four sons moved to Maumee, Ohio, where they lived and operated the second wholesale unit of Spangler Candy Company. At first they sold only Spangler products but it was difficult to make any money selling a small variety line so they carried a full line of jobbing merchandise. They were in Maumee six years before the branch showed a profit.

Previously in 1928 Orange Cook of Ft. Wayne, Indiana was hired to call on the jobbing houses of Ohio, Indiana, and Michigan. He reported that through the first few years it was hard for him to make a living. His sales for the first month were \$1,472.36. Of course they increased with the years and following World War II his son, Maurice A. Cook "Tom," joined him in his territory.

Quoting again from the Bryan Press of December 26, 1929, is a headline "Spangler Candy Company ends biggest year." It goes on to say "A million and a quarter pounds of candy were made in Bryan during 1929 to help supply America's sweet tooth. The rising demand for these products has led to the employment of one hundred and fifteen people at the factory and branch, including a shift working at night from 5:00 P.M. to 4:00 A.M. In producing the year's quota, Bryan

Drop was the largest item. This small chocolate covered cream has proven immensely popular in the retail trade. One hundred sixty thousand pounds of these Drops were put through the moulds, and chocolate coating machines during 1929. The variety of items being produced now numbers about sixty."

Following 1929 and the stock market crash, business was difficult everywhere, and it was the same at Spangler Candy Company. However, the fact that such a large number of items was produced is probably the reason the company weathered the depression as well as it did. None of the regular employees were laid off, but wages were reduced in 1931. Once again the company's policy of "Never buying anything that we can make" helped to balance the meager budget of depression years.



*Former Employee Entrance — Spangler Candy Company*

1931 saw the first member of the second generation join Spangler Candy Company. Norman, son of Ernest, came to work at the Toledo Branch as truck driver when he graduated from Maumee High School. This same year the Branch office moved from Maumee to 19 North Erie Street in Toledo and it had its first experience being located in a city.

During the early thirties a one pound Family Package of assorted chocolates was developed. It grew to be an important item that retailed for forty-nine cents. This package was a superior value and probably was one of the very first boxes of chocolates in the low price field. It made an attractive package in a white box with an extended edge and gold lettering.

In 1931 the Hickok Honeycomb Chip trade rights and formula were sold by C. F. Hickok to Spangler Candy Company. The purchase price was one thousand five hundred dollars, and in the agreement it was stated the name of Hickok was to be retained for twenty years. One quarter of a cent was to be paid to Hickok on each pound sold until the purchase price was cleared. This candy, which is well known in the industry, was developed about 1892 in a small room above the Hickok store in Sidney, Ohio. When it was sold, Mr. Hickok came to Bryan and taught the candy makers the technique for making the honeycomb centers of the chips.

The story behind the Hickok Chip is an interesting one. When the ingredients for taffy candy were boiled, the drippings would collect around the edge and on the outside of the kettles. These would harden upon cooling, and were then pulled off and discarded. One day an enterprising young man was sampling these waste pieces and liked them. He suggested they would be quite tasty if they were chocolate coated. This proved to be true, and chocolate chips have now been in demand for nearly sixty-five years.

By 1933 while the nation was still struggling through the depression, three more Spanglers of the second generation joined the company. Charles, son of Ernest and Edith, graduated from DePauw University and started work in the Toledo Branch on the shipping counter. Albert, another son, began this same year after graduating from Maumee High School. Harlan, son of Omar and Faie, graduated from Oberlin College and went to work in the factory.

On November 24, 1934, Omar Spangler was deeded one-third interest in the factory. Since 1914 he had been a partner, sharing in one third of profits or losses, but the legal deeding of the property in his name was not taken care of until twenty years later.

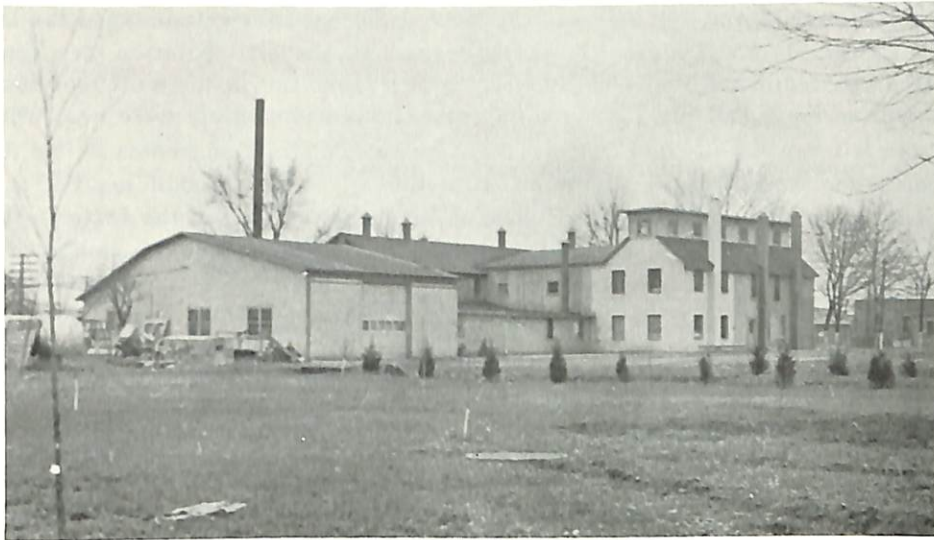


*Front View Spangler Candy Company, 1939*

Another transaction took place in 1934. Aro Equipment Corporation, which lies west of Spangler Candy Company, wanted to purchase land from the Candy Company. Spanglers did not care to sell it because they realized any further expansion of their own would have to be toward the west. However, local pressure through the Bryan Business Men's Association was applied when fifty-five contributors raised four thousand dollars to purchase the land for Aro. In the agreement it was specified that if no building was started within six months the land should come back to Spanglers. Aro did not build and Spanglers willingly repaid the money to all donors at six per cent interest in the spring of 1936.

In 1936 Spanglers expanded again. The second story was continued onto the north over the chocolate room and a women's restroom was included in the new addition. Again in 1938 the cho-

colate room on the first floor was enlarged by another twenty feet to the north.



*Rear View Spangler Candy Company, 1939*

Social activity began to enter factory life about 1935 when a small group of girls in the chocolate dipping room had a Christmas Party at the factory with a pot-luck luncheon and gift exchange. This grew to include the office girls and later the whole factory. By 1955 two hundred and fifty were present and gifts were exchanged at this annual party. The employees each brought a dish, and it was a truly beautiful and tempting array of food when put together. The factory closed from noon until late in the afternoon for business purposes and a happy holiday spirit prevailed.



*Tornado Damage, June, 1939*

For less pleasant memories the factory turns to a tornado June 10, 1939, when the roof was ripped from the main part of the factory and the west section of the building collapsed. The garage west of the factory was demolished and the heavy rain that followed damaged the factory severely as well as materials and stock. It was necessary to suspend operation for a few days and the loss was estimated at ten thousand dollars. A fire broke out in the west roof of the wooden building but was extinguished quickly by two watchmen, who fortunately were near when the fire started. It was felt that the tile and concrete addition completed a few months before the tornado, took the brunt of the storm and was therefore responsible for saving the building. Following the tornado a new enlarged yellow tile garage and warehouse was built west of the factory. Many changes were constantly taking place inside. The business was expanding and the country was beginning to feel restless with the undercurrents of war.

On June 7, 1940, the first death occurred in the partnership. Omar Spangler died after being ill for eighteen months. His widow, Faie and son Harlan came into the partnership at this time.

Later that same summer the Toledo Wholesale Division moved to 313 Monroe Street. The building was bought for six thousand dollars and another six thousand dollars was put into remodeling. By this time Ted, son of Arthur, had graduated from the University of Michigan and started work in the factory.

In 1941 a major change in factory procedure took place when two corn syrup tanks were placed inside the factory and tank cars on railroad sidings drained into Spangler's own storage tanks. This replaced all former systems of handling corn syrup in barrels. Previous to the tank car installation Spanglers had felt a great deal of pride and advancement when they were able to take whole tank cars of syrup and drain them into the company's 120 lb. barrels. This operation took place about 1932.

By now World War II was a reality and many changes took place quickly. Sugar and chocolate were rationed. However, glucose was not, and several pieces of candy were developed that took very little sugar but more glucose.

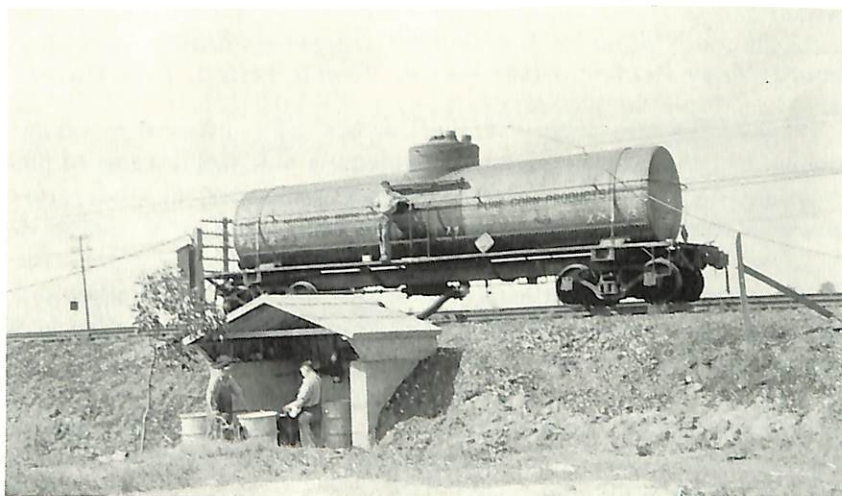
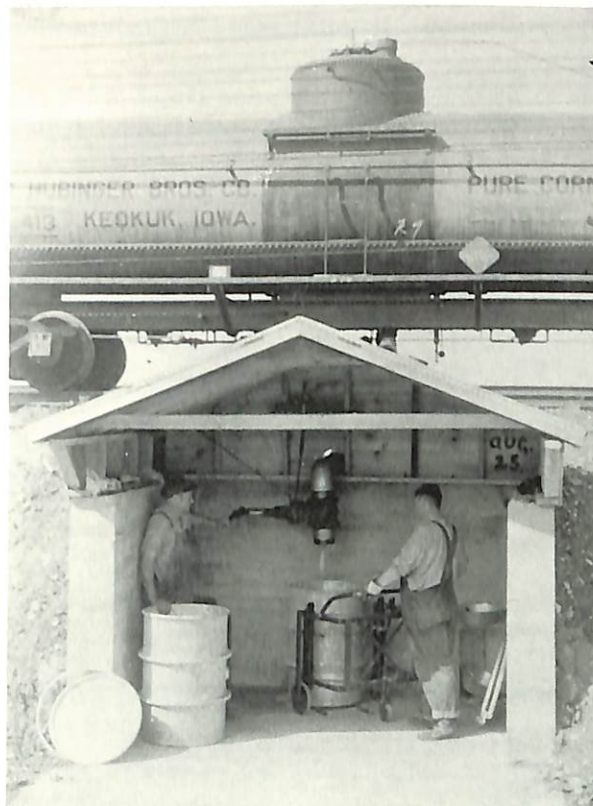
The new large tank storage facilities frequently made it possible to obtain extra purchases of corn syrup. This influenced the decision to bid strongly for the variety chain store business with low prices on Clusters and Chocolate Drops.

When wartime restrictions were set up one of the base years used in establishing quotas was during this period of heavy production at Spanglers. Therefore, the company was given sizable amounts of ingredients during that crucial war time period.

Spanglers also did an excellent business during the war on Marshmallow Topping. This was put into pint and quart Mason Jar containers. The demand for it completely exceeded the supply. To one hundred pounds of finished products this topping required only 15 pounds of sugar. It made an excellent wartime product and a profitable one.

In 1943 an additional storage tank for Sweetose was installed. This was large enough to hold one and three quarters tank cars. Sweetose is a more refined product with greater sweetness

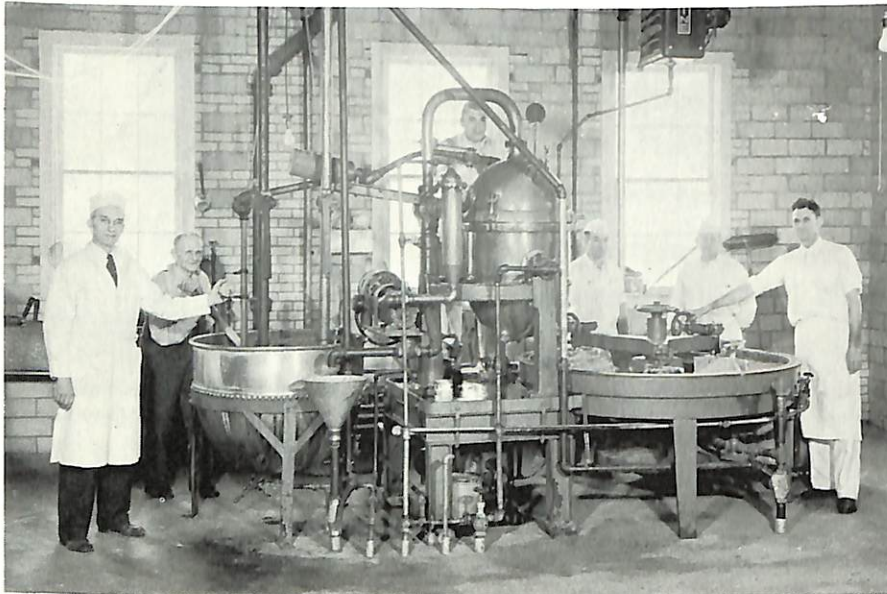
than corn syrup and made a more tender marshmallow product, requiring less sugar in the formula.



*Corn Syrup Installation  
Harry McCord, Earl Pollock*

At this same time a large two-story addition was built at the south west corner of the factory which greatly enlarged and modernized the starch and cream departments. It was built during the time of restrictions on all construction. Materials were difficult to obtain and labor was scarce during this wartime period.

Guy Calkins, who came to Spanglers in 1926, was very helpful at this time. He was in charge of trucking and deliveries so his contacts were numerous. Thus he was able to locate materials needed for the building.



*Modern Equipment in 1944 Factory Addition*

*Edwin Zimmerman, James Peltier, Arthur Morton, Bernell Yarlott, Fern Oliver, Wm. Strup*

Gasoline rationing had changed the picture considerably and people came to pick up their merchandise both at the factory and at the Toledo Wholesale Division. In all departments vacancies were occurring because of men going into service and the demand for women in defense plants.

During the war Norman, Ted, and Albert served with the Army and Harlan and Frank were in the Navy. Charles' draft number was very high. Therefore, he was not called by his Draft Board so he was left to run the Toledo Branch for Spanglers.

Arthur and Ernest were in the factory while Percy Shockley, sales manager, gave generously of his energy while he operated the large cash-and-carry jobbing business that developed. Some days the gross receipts reached six thousand dollars.

The wholesale end of the business resembled a general store. Everything from paints to shoe laces and light bulbs was available to the buyer who came to pick up his candy order.

It was during this time that they purchased The Bryan Wholesale Grocery stock when it went out of business. Remembering the shortages during World War I, they felt it would be wise to have the Wholesale Division sell everything and anything.

From 1941 to 1945 while World War II brought destruction to much of the world, United States industry produced at a rate never before equalled. In Bryan Arthur and Ernest called upon their experiences of World War I to help them solve the problems and resumed a pace they had relaxed when the second generation came into the business. About three hundred items were being made in the factory at this time. As the sons and nephews came home from the war and took over the business they were well aware of the wisdom and energy the two men had put into Spangler Candy Company.

With the rejoicing following the end of World War II came a tremendous personal shock to the Spangler family. On August 30, 1945, Arthur Spangler drowned in Snow Lake, Indiana. He and his friends, Dr. C. C. Schwartzbek, Ross O. Stine, and Harry Huffman, all of Bryan had played golf at Lake James. After dinner they did some early evening fishing. During this time a heavy storm came up with incredible suddenness, and their boat capsized before they could reach shallow water which was not more than an additional fifty feet away. To the whole of Bryan, the loss of these four outstanding citizens was a genuine shock and sorrow.

By the winter of 1946 Norman, Harlan, and Ted had all returned from overseas and Albert had been released from the Army. In June Frank returned from his postwar Navy duty in Japan, and at this time Spanglers reorganized the company from a partnership to a corporation as of April 1, 1946. The newly-formed business included Charles and Albert running the Toledo Wholesale Division and Harlan, Ted, Norman, and Frank in manufacturing at Bryan. Ernest, the only remaining one of the three original partners, divided his time between Bryan and Toledo. His sons and nephews recognized the fact, that his patience and tolerance for new ideas through the first years they were learning to work together, gave them a stability and understanding that was to be an important factor in their successful cooperation with each other in the years ahead.

The new corporation formed in 1946 had as its stockholders the following:

Ernest D. Spangler and  
Sons Charles, Norman, Albert, Frank

Faie G. Spangler (widow of Omar) and  
Children Harlan G., Helen Spangler Hurley

Helen R. Spangler (widow of Arthur) and  
Children Theodore R., Betty Spangler Levenson

Four thousand and thirty-two shares of stock were issued at one hundred dollars a share. These were held by members of the Spangler Family. Officers were President, Ernest; Secretary, Theodore; Treasurer, Harlan.

Business in the nation was converting to peace-time needs and a feeling of prosperity prevailed. After the war-time restrictions, all companies were needing repairs, replacements, and additional space for stepped-up production. In 1947 Spanglers increased their volume by obtaining brokers in practically every state east of the Rocky Mountains.

The prewar business had been primarily through customers in Ohio, Indiana, and Michigan in addition to the variety syndicate chain stores. A large volume had been sold through the two company owned wholesale divisions.

With this increasing business "The Boys" of the second generation could see the need for a larger building, and they began a fifty thousand dollar addition adjacent to and just south of the old factory. This was the fulfillment of a dream Arthur and Ernest had often discussed.



*New Addition Spangler Candy Company, 1947*

In July 1947 Spangler Candy Company moved into its new ultra modern addition. The fully air-conditioned structure of yellow brick and glass block included a large stock room, shipping and receiving departments, general offices and the wholesale division. The factory production was closed down for a month during which time extensive changes in machinery were made and a number of new factory units were installed.

The chocolate coating lines were completely reversed to allow longer production lines needed to remain in the competitive mass production techniques of modern confectionary industry. This move, and subsequent plant changes and enlargements made possible the rapid expansion of Spangler Candy Company, and enabled them to take advantage of post war opportunities. During this same period the Spangler Wholesale Division in Toledo was enlarged, completely air-conditioned and redecorated.

For the next ten years the business gradually expanded under the direction of the seven Spanglers. Additional space seemed to be the constant need as the factory continued to modernize and produce. Norman and Harlan were concerned with factory production, while Frank worked on cost systems and Ted was in charge of sales. Charles and Albert were in Toledo.

In 1946 a metal storage building was built near the north west corner of the factory for shop material and spare parts. Two years later a new boiler room was added to the north west corner of the factory for two new gas fired boilers. These could also be operated by oil and replaced the old coal fired boiler.

An advancement was made in the starch department when a Huhn Cleaner and dryer was bought. Before this all corn starch had been taken in trays to a small heated room for drying.

Among the major modernization steps that occurred was the handling of sugar. In 1948 the factory began to use liquid sugar instead of dry sugar which had previously been purchased in one hundred pound bags. The liquid sugar was bought in tank cars and pumped into four steel tanks on the second floor. This gave storage capacity equivalent to one and a half railroad tank cars.

The Chamber of Commerce in Bryan promoted a Factory Open House Week in 1949. Various factories of the town were open different evenings of the week. On the night that Spangler Candy Company received visitors, two thousand people watched factory operations and helped themselves to samples between 6:30 and 9:30 P.M.

A related interest of the Candy Company at this time was Spangler Investments which handled fifteen real estate accounts, including two farms. In 1945 this was set up to keep real estate and investment accounts separate from the candy company business. Ernestine B. Spangler was made trustee for this partnership since she was working for Spangler Candy Company while Harlan, her husband, was in service. Others in the partnership were Helen R. Spangler Anderson and Edith B. Spangler. It was dissolved about nine years later.

In 1954 three commercial properties were put into a new partnership known as Spangler Properties. The properties involved were the Spangler Candy Company Warehouse at South Beech Street, Bryan, Ohio, the Spangler Parking Lot, and Used Car Lot in Toledo, Ohio. The Toledo lots were bought around 1942.

Forty-two years after she first started working for Spangler Candy Company, Mrs. Florence Long Heign resigned her position as office manager in April 1950 to make her home in Waterloo, Indiana. She was the first office girl the company employed and she was in the office through many modernizations of bookkeeping. For eleven years she gave up work while her daughter was young.

In 1951 another building program was started which included a fifty thousand dollar addition on the northeast of the factory. This addition provided space for the storage of both raw materials and finished products. It also included employees' restrooms, lounges, and locker space. The building was of yellow brick and cement block, one story in height, and contained more than thirty-four hundred square feet. During the peak season the factory was employing one hundred forty-seven people. About forty-nine percent of the employees were women. Approximately forty to fifty different candies were being made and a period of twelve months produced six million one hundred twenty-five thousand pounds.

In March 1953, the younger Spanglers took a bold step and purchased Dum Dum Pops from the

Akron Candy Company in Bellevue, Ohio. Included in the purchase was most of the machinery and equipment in addition to the trade name. This item was considered the largest selling penny lollipop in the mid-west and it was anticipated that Spangler's gross sales would increase fifty percent with the addition of this product to the already established Spangler line of bulk chocolates, bag and window-box packaged items, and some vending bars.



*Christmas Party, 1952*

Mr. James Arnold moved from Bellevue to Bryan to supervise the merger of Dum Dum equipment into Spangler's already operating production program. Mr. Herbert Sire, a well-known mid-west candy broker, joined the Spangler firm to continue promoting Dum Dums.

The penny pop was originated by Akron Candy Company in 1931, having been known for its round shape, which was taken from the dum dum bullets of World War I. After the sale of Dum Dums, the Kirtz brothers, who owned Akron Candy Company, liquidated the remainder of their candy business.

During the first year of production, Spanglers made over eighty-four million Dum Dums amounting to two million pounds of candy. In the process they used one hundred twenty-five thousand pounds of wax paper wrappers, six full truck loads of paper sticks, and five truck loads of shipping cartons. During the year, sixteen carloads of liquid sugar and an additional twelve carloads of corn syrup were used. The factory produced up to three quarters of a million of these pops a day in ten assorted colorful and delicious flavors.

Celebrating the recent arrival of Dum Dums in Bryan, On June 4, 1953, between the hours of 11:30 and 2:00 P.M. all children (and grownups too) were invited to visit the Dum Dum booth outside the factory and receive free Dum Dums, also a chance to win special gift prizes. At this

time Dum Dums had been in production four weeks at their new home.



*"Dum Dum Day" June 4, 1953*

In September 1953, a carload of ten tons of Hickok Chips was shipped to Portland, Oregon. This shipment went by railroad but most shipping was done by truck. The company had brokers in forty-five of the forty-eight states. Volume was increasing and the factory was expanding in all directions.

The Spangler family itself was expanding in all directions also. Charles had two children, Gregory and Barbara. Norman was the father of Daniel and Antoinette. Albert had a son, James, and a daughter, Rebecca. Frank had one child, Christine.

Harlan had one daughter, Kathleen, and three sons - Douglas, Dean, and Bruce. Ted had a daughter, Blair; and Betty Spangler Levenson had one daughter, Ann. Helen Spangler Hurley added two sons, Patrick and Harlan, and the cousins eligible for the third generation of the business now totaled fifteen.

Again in October 1953 the Chamber of Commerce sponsored Open House Week in the factories. A new record was established at Spanglers; with thirty-two hundred persons visiting between 6:30 and 9:00 P.M. The large crowd, plus liberal sampling, made the tour more lengthy than planned. Visitors toured the plant at the rate of one every two and a half seconds. The enthusiasm for seeing what goes on in a candy factory proves that young and old alike are enthusiastic about sweets.

In March 1954 Spanglers had purchased another candy firm, The A-Z Candy Company of Detroit. This was their third purchase of an established candy, the other two being Hickok Chips and Dum Dums. The purchase included machinery and trade names of The A-Z Company, reputed to be the largest manufacturer of Christmas canes in the nation. Engaged in candy manufacturing since 1935 the A-Z items included large suckers and stick candy, as well as the popular A-Z Candy

line. Cane production was estimated at about twenty-five million pieces a year.

The A-Z machinery was moved to Bryan and incorporated into Spangler operations. One of the features that had popularized this cane was the packaging of it in a safe cradle style box for successful shipment. Prior to Spangler's purchase of A-Z it had been owned by Kales-Kramer Investment Company.

With the addition of the candy cane business, storage space was needed again. In order to get sufficient volume, year-round manufacturing took place and the canes were stored until the Christmas season.

For this purpose, and for the storage of Dum Dums also, a large one-story air-conditioned warehouse was added to the southwest corner of the factory at a cost of fifty-two thousand dollars early in 1954. With storage facilities and two products that could be made in advance and stored, the factory was overcoming the old problem of the "slack season."

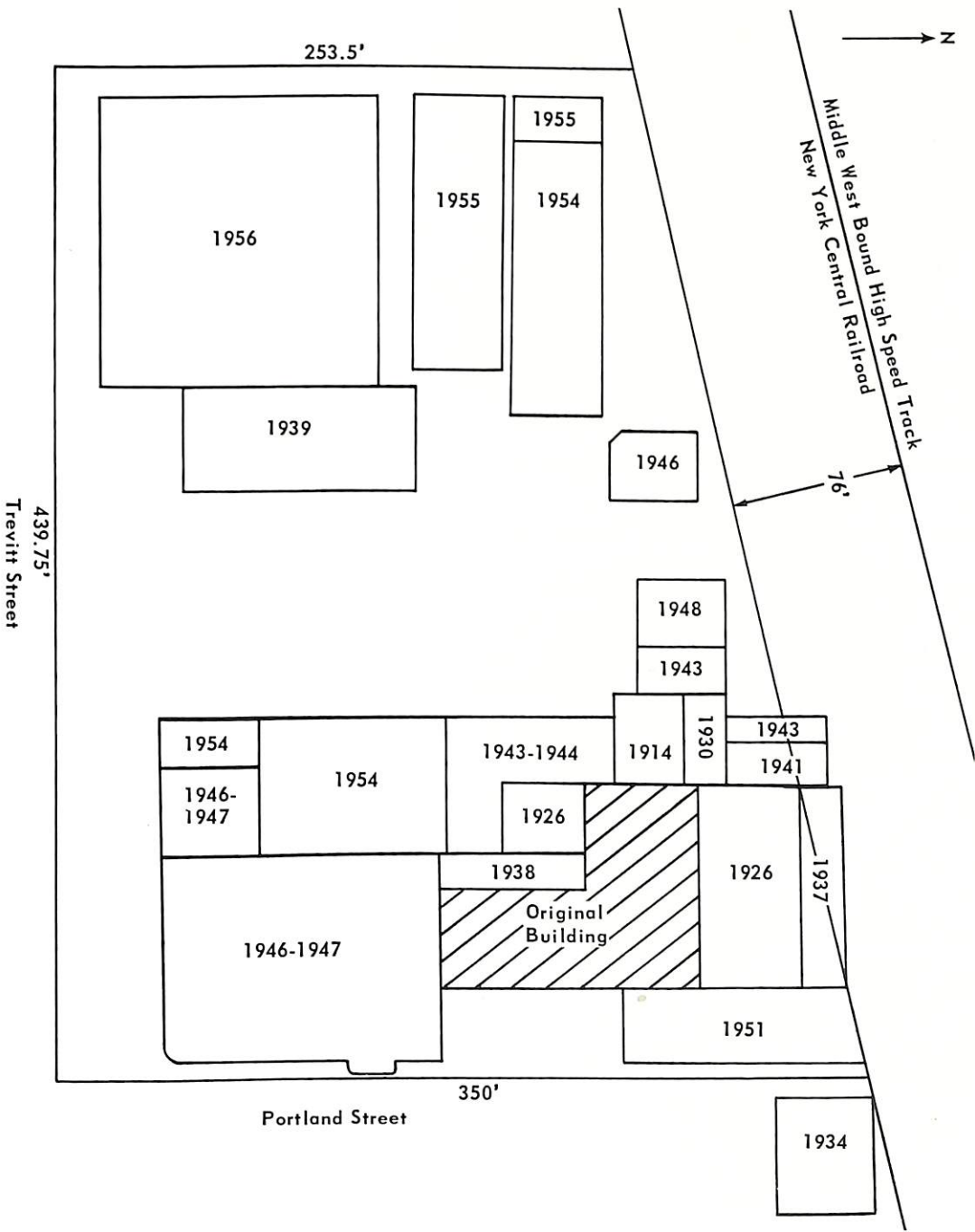
Again in 1954 it seemed advisable to have more storage space so a metal Quonset hut was placed on the northwest corner of the Spangler land. This gave an additional forty-eight hundred square feet of insulated building.

The first major sales conference of the company was held in Bryan on April 23 and 24, 1954. This combined two days of business with recreational diversions and was attended by fifteen brokers and representatives from sixteen states. Only brokers from the nearby states were called to this meeting.

Brokerage Representation, Listed according to their 1955 volume

|                            |                                               |
|----------------------------|-----------------------------------------------|
| Herbert H. Sire            | Dum Dums, Ohio, Ind., Mich., W. Va.           |
| O. R. Cook & Son           | Ohio, Indiana                                 |
| James A. Patterson Co.     | Ill., Wis., Iowa, Missouri, Neb., Kan.        |
| Emil Hasselman & Son       | Western Pennsylvania                          |
| J. M. Purvis Co.           | Ky., Tenn., Ala., Miss., La., Ark.            |
| Wolverine Associates       | Southern Michigan                             |
| H. S. Stevenson Co.        | Virginia, N. Carolina, S. Carolina, Ga., Fla. |
| John McArthur              | Outstate New York                             |
| Mike Blumenthal            | 6 New England States                          |
| Sidney E. Lewin Associates | E. Penn., N. Jersey, Maryland, Del., D. of C. |
| Harvey Brokerage           | Minn., N. Dakota, S. Dakota                   |
| Schoss-Greenstein          | Metropolitan New York                         |
| W. J. Brogan Co.           | Mont., Wyo., Colo., Utah, Idaho               |
| O'Rourke-Brooke            | Southern California                           |
| French Bros. Co.           | Texas, Oklahoma                               |
| Lang-Senders & Co.         | Washington, Oregon                            |
| G & Z Brokerage Co.        | Arizona, New Mexico                           |
| Ducat Co., Inc.            | Export                                        |
| J. G. Whitney Co.          | Northern California                           |
| G & G Associates           | Metropolitan New York                         |

HISTORY OF ADDITIONS TO SPANGLER CANDY COMPANY



As a means of pointing out the purchasing power a factory puts into a community on payday, Spangler Candy Company paid its employees with two dollar bills one week in May 1954. A total of 6,127 bills were used to make a two-week payroll, totaling over twelve thousand dollars. The town was aware that Spangler employees had been paid and so were the girls in the Spangler offices who counted out and divided the 6,127 bills.

In the fall of 1954 Spanglers were preparing for their first Christmas with candy canes. Employment was increased by about seventy, bringing the total to two hundred. The largest single candy cane order came from The A & P Tea Company in the New England area for five carloads of candy canes. To handle this order, the factory produced more than 125,000 canes each day. The production used two to three cars of liquid sugar each week and one tank car of corn syrup.

All candy was produced in Bryan. Approximately ten percent of this was sold by the two company owned wholesale divisions, which also job non-competitive candies and tobaccos. The Bryan unit was managed by Lyle Riter. His six salesmen called on retail trade within a fifty mile circle of the factory.

Charles and Albert Spangler operated the Toledo Wholesale Division with seven men covering the metropolitan area in a thirty mile radius.

Following a heavy Christmas season, the family was saddened by the death of Truman Spangler on January 31, 1955. He was the eldest brother of the three original partners of Spangler Candy Company. His wife Minnie (Martin) Spangler preceded him in death exactly one year to the day.

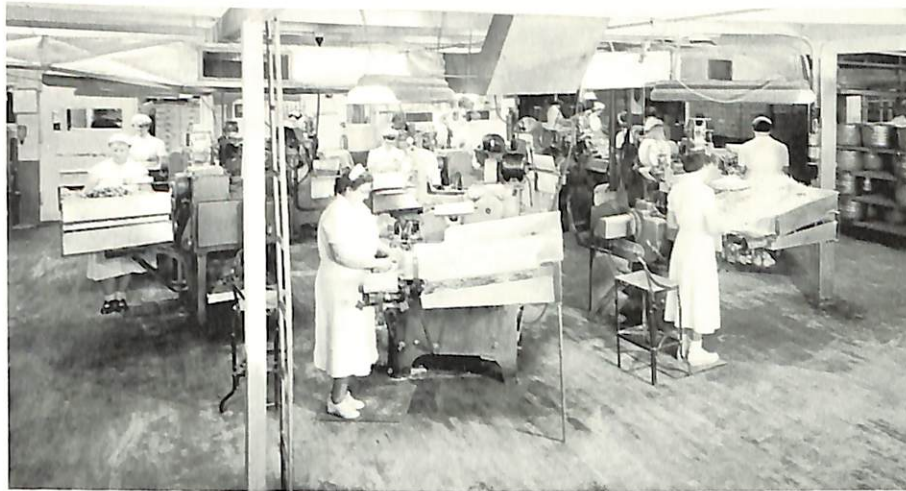
Later in the winter, Spangler Candy Company shipped over eighteen tons of chocolate chips to twenty-three states and two Canadian provinces for use in a two-month nation-wide promotion of ice cream. The ice cream, Lady Borden Mint Chocolate, was featured in the March 7 issue of Life Magazine. The Borden Company purchased a special small size Hickok Chip to use in the formula.

By summer of 1955 the nation had gone into one of its crazes as only the United States can do. Davy Crockett was on the lips of young and old in all parts of the country. Ted Spangler was responsible for dressing up the "Big Pop" sucker with a picture of Davy Crockett and the item soared to a popularity never before known. Unfortunately for all industry throughout the nation, Davy was "dead" before winter came.

In 1955, another metal Quonset Hut was built on the west part of the Spangler land. For further warehouse or parking space Spangler Properties purchased five city lots half a block east of Spangler Candy Company between Edgerton and Trevitt Streets. At this same time Portland street was widened and resurfaced. To widen the street several trees were removed, changing the appearance of the factory considerably. Some people recalled that in the early years of 1900 the lower part of these same trees had been kept whitewashed, creating a neat appearance although an unusual one.

On November 29, 1955, Spanglers unloaded their first full railroad car of liquid chocolate shipped from Walter Baker Company in Dorchester, Massachusetts. Approximately seventy thousand pounds of liquid chocolate were received in this one shipment. It was believed that this

new method would result in savings of price and handling cost. Other candy plants in the United States using liquid chocolate in tank car lots were Clark and Mars. It was a long road of progress from the small business of 1906 that bought its chocolate in ten pound blocks and melted them in small kettles.



*Modern Sucker Wrapping Department, 1955*

In the fall of 1955 Montgomery-Ward announced that it would give away fifty thousand dollars worth of five-cent canes to the children who entered their numerous retail stores throughout the country to visit toyland. A sizable part of this order came to Spangler Candy Company which was asked for one million canes. It was estimated that this one order added thirty-five hundred hours of employment on the Bryan Labor scene. The merchandise from the order filled ten semi-trailers and was distributed to three hundred ninety-five Montgomery-Ward stores extending from the east to the west coast.

With the arrival of 1956 Spangler Candy Company was approaching its fiftieth birthday on September sixth. Early in the year an honor was bestowed upon the company when it received a Gold Award for its packaging of candy canes. This award was presented by "Variety Store Merchandiser" and Ernest D. Spangler received the award on behalf of the company in New York on March 16. This award was presented "For Distinguished Achievement in Packaging for Variety Stores."

By now, another generation of Spangler children found the candy factory a "Children's Paradise." This group did not bring its skates, but played much the same games their fathers and mothers had before them. The noise was probably about the same, but the fathers and uncles of this potential third generation of Spangler Candy Company executives seemed to feel that children nowadays are "pretty noisy." Once again Ed Zimmerman faced this youthful enthusiasm with patience and understanding, as the children brought their friends to feast and explore the wonders of a candy factory. In 1955 three new babies joined the family - Stephen Ernest, son of Albert; Drew, daughter of Theodore; and Thomas, son of Betty Spangler Levenson.

Today, in 1956, Bryan is a city of seven thousand, no longer the quiet village of fifty years ago. The "Spangler Boys" known now to Bryan are Harlan, Norman, Ted, Frank, Charles, and Albert. No longer do the Spanglers walk to and from their work and hold "sidewalk conferences." However, like their fathers, they are a group, the citizens of Bryan are accustomed to seeing together in "noontime conferences" as they have lunch in local restaurants. Today they represent a modern factory employing two hundred and fifty residents of Bryan and the surrounding communities.

As this booklet goes to press Spanglers are expanding again with two additions totalling 26,160 square feet.



*Rear View of Spangler Candy Company, 1956*

Manufacturers representatives are selling Spangler Candies in all forty-eight states with increasing volume being realized from the ever-growing food stores. Nearly sixty per-cent of the plant area is now air-conditioned for year-round manufacturing; and a humidity control unit is in operation. A statistical quality control program is being developed with success, while one hundred different candies or varieties of packages roll from the conveyor belts annually to supply "Candy, the delicious food" for the American consumer.

Though its beginning was humble, Arthur, Ernest, and Omar founded Spangler Candy Company on principles of wisdom, integrity, and respect for each other's opinion. Their sons, guided by the same ideals, have continued to make it grow. It goes forward into its second half-century with a firm backing of family pride and devotion, a steadfast belief in its usefulness, and a confident faith in its employees and friends.

THE SPANGLER FAMILY  
1876 - 1956

